

Message Text

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SUBJECT: INTEREST OF INDIAN FIRM IN U.S. FISHING EXPERTISE

REF: NEW DELHI 3348 B) USDOC 04473

1. RESIDENT MANAGER IN DELHI OF J.K. ORGANIZATION MR. JAYANT SEN, CALLED ON COMMERCIAL COUNSELOR MARCH 9 TO APPRISE HIM OF J.K. INTEREST IN COMMUNICATION WITH APPROPRIATE U.S. FIRM CONCERNING POSSIBLE CONTRACT FOR EXPERTISE AND MANAGEMENT IN SHRIMP TRAWLING INDUSTRY.

2. J.K. ORGANIZATION, WHICH IS FOURTH OR FIFTH LARGEST INDUSTRIAL CONGLOMERATE IN INDIA, HAD, ACCORDING TO SEN, APPLIES FOR LICENSE TO IMPORT FOUR 75-FOOD SHRIMP FISHING TRAWLERS AT APPROXIMATE COST OF DOLS 240,000 THROUGH ITS BOMBAY FIRM J.K. CHEMICALS, LTD. J.K. HAD ESTIMATED LITTLE CHANCE OF LICENSE APPROVAL BECAUSE GOI POLICY HAD CALLED FOR PREFERENCE TO SMALLER FIRMS. OVER LAST WEEK, ACCORDING NEWSPAPER REPORTS WHICH J.K. HAS CONFIRMED FROM GOI SOURCES, SMALL INDIAN COMPANIES HAVE FAILED FOLLOW THROUGH ON TRAWLER PURCHASES OWING LACK FINANCIAL RESOURCES. (ACUAL DOWN PAYMENTS HAVE ONLY BEEN MADE ON 16 TRAWLERS
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OUT OF IMPORT LICENSES ISSUED FOR 100 VESSELS). J.K. THEREFORE ESTIMATES ITS CHANCES NOW GOOD TO RECEIVE IMPORT LICENSE FOR OUR SHRIMP TRAWLERS AND IS INTERESTED IN MAKING CONTACT WITH U.S. FIRMS CAPABLE OF MANAGING SHRIMP TRAWLER FLEET AND PROVIDING FISHING KNOW-HOW ON FIXED FEE OR OTHER BASIS. (J.K. WOULD NOT TURN DOWN A JOINT VENTURE ARRANGEMENT, BUT PRESUMES U.S. FIRMS WOULD NOT BE INTERESTED

IN EQUITY INVESTMENT IN INDIAN FISHING INDUSTRY). IF J.K. ABLE BUY TRAWLERS AND ENTER SHRIMP INDUSRY, ITS LONGER TERM PLANS COULD ALSO INCLUDE PURCHASE OF MOTHER SHIP AND FISHING VESSELS FOR TUNA FISHING AND PROCESSING OPERATION.

3. EMBASSY REMEMBERS RALSTON-PURINA CO. OF LOUIS, MO. WAS INTERESTED IN INDIAN FISHING OPERATIONS FIVE OR SIX YEARS AGO, BUT GAVE UP OWING TO GOI POLICY DECISION DELAYS AT THAT TIME. WE WOULD APPRECIATE USDOC CONTACTING RALSTON-PURINA OR OTHER APPROPRIATE U.S. FIRMS WIH FISHING EXPERTISE TO MAKE KNOWN J.K. INTEREST AS WELL AS GROWING OPPORTUNITIES IN INDIAN FISHING INDUSTRY FOR FOREIGN PARTICIPATION AS INDIA ATTEMPTS TO BUILD UP FISHING FLEET TO LEVEL OF 200 MODERN TRAWLERS OVER NEXT FEW YARS. J.K. EMPHASIZED U.S. FIRM SHOULD HAVE EXPERTISE IN TROPICAL WATER FISHING SINCE VERY DIFFERENT FROM COLD WATER OPERATIONS, AND FOR THIS REASON HAS NOT CONTACTED EUROPEAN FIRMS.

4. SINCE J.K. HAS ONLY BEEN IN TOUCH WITH AUSTRALIAN AND BELGIAN FIRMS REGARDING PURCHASE OF FOUR SHRIMP TRAWLERS, TONY HESS OF BENDER SHIPBUILDING COMPANY (SEE REFTEL) AND OTHER INTERESTED U.S. TRAWLER BUILDING FIRMS SHOULD CONTACT J.(. ORGANIZATION. OTHER LARGE FIRMS IN INDIA WHICH ARE INTERESTED IN ENTRY INTO FISHING INDUSTRY AND WHICH ALSO MAY RECEIVE TRAWLER IMPORT LICENSES THEY HAVE REQUESTED ARE BROOKE BOND AND HINDUSTAN LELVER.
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